

Tufts Medical Center

Exhibit C question 1

Net Margins By Payor Category, FY 2005 through FY 2010

Category	FY 2005 Operating Margin \$	FY 2006 Operating Margin \$	FY 2007 Operating Margin \$	FY 2008 Operating Margin \$	FY 2009 Operating Margin \$	FY 2010 Operating Margin \$
Commercial	1,900,575	5,301,761	8,389,823	9,299,585	7,498,788	17,984,816
Government	(3,181,468)	(7,596,956)	(8,780,654)	(6,047,200)	(4,224,706)	(15,880,425)
Other	(4,941,107)	(3,977,573)	(7,545,488)	(3,810,325)	(8,633,447)	(8,293,626)
TOTAL *	(6,222,000)	(6,272,768)	(7,936,319)	(557,940)	(5,359,364)	(6,189,236)

Category		FY 2005 Operating Margin %	FY 2006 Operating Margin %	FY 2007 Operating Margin %	FY 2008 Operating Margin %	FY 2009 Operating Margin %	FY 2010 Operating Margin %
Commercial		1.0%	2.6%	3.7%	3.7%	3.3%	7.2%
Government		-1.7%	-4.1%	-4.6%	-3.0%	-1.6%	-5.8%
Other		-21.0%	-15.9%	-33.4%	-20.1%	-211.7%	-217.8%
TOTAL		-1.6%	-1.5%	-1.8%	-0.1%	-1.1%	-1.2%

* Margins Calculated via Cost Accounting and for Hospital only. These financials will not therefore tie to the audited statements for either Tufts Medical Center, Inc nor Tufts Medical Center, Inc. Obligated Group.

Government Payors:

Medicare, Medicaid, Champus, Workers Compensation

Commercial:

All HMO and Commercial Products including NHP, Blue Cross, Tufts, HPHC, Aetna, Etc

Other:

Free Care, Transplant, Self-Pay, Grants